

## Message Text

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ACTION EB-11

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FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 1864

INFO AMEMBASSY ROME

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C O N F I D E N T I A L MOSCOW 12887

E.O. 11652: GDS

TAGS: ETRN UR

SUBJECT: CIVAIR: PAN AMERICAN/AEROFLOT PROBLEMS

REF: A) MSCOW 8530; B) STATE 151567

1. SUMMARY: IN INTRODUCTORY CALLS ON MINISTRY OF CIVIL AVIATION AND AEROFLOT OFFICIALS, NEW MOSCOW PAN AMERICAN DIRECTOR DRAHORAD HAS RECEIVED INDICATIONS OF SOVIET INTENTION TO GIVE WAY IN SEVERAL OUTSTANDING PROBLEM AREAS. END SUMMARY

2. DRAHORAD MET WITH EMBOFFS AUGUST 21 TO DISCUSS RESULTS OF HIS INITIAL CALLS ON SOVIET AVIATION OFFICIALS. IN GENERAL, HE HAS SO FAR FOUND CONCILIATORY ATTITUDE ON PART OF SOVIET INTERLOCUTORS AND DESIRE TO BEGIN NEW CHAPTER IN PAN AM-AEROFLOT RELATIONS. IN THIS CONTEXT, SOVIETS HAVE SUGGESTED "HIGH LEVEL" MEETING OF PAN AM AND AEROFLOT OFFICIALS IN MOSCOW DURING SEPTEMBER OR OCTOBER TO DISCUSS AND RESOLVE ALL OUTSTANDING PROBLEMS BETWEEN THE TWO AIRLINES. PAN AM MANAGEMENT IS APPARENTLY RECEPTIVE TO THIS INITIATIVE.

3. OF SPECIFIC IMMEDIATE INTEREST, DRAHORAD CALLED AGAIN  
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AT EMBASSY AUGUST 22 FOLLOWING SESSION WITH G. K. MORDOVIN,

AEROFLOT COMMERCIAL MANAGER, TO RELATE NEW AEROFLOT POSITION ON VARIOUS OUTSTANDING PROBLEMS (SEE REFTEL A). MORDOVIN OFFERED FOLLOWING:

A) EFFECTIVE IMMEDIATELY, AEROFLOT WILL TICKET SOVIET TCP EMIGRANTS ON MOSCOW-ROME (AEROFLOT) AND ROME-NEW YORK (PAN AM) ROUTES, WITH PAYMENT IN RUBLES.

B) AEROFLOT CARGO DIVISION WILL ACCEPT BOOKINGS FOR US-BOUND AIR FREIGHT ON EITHER DIRECT PAN AM MOSCOW-NEW YORK ROUTE OR ON INDIRECT ROUTING INVOLVING PAN AM (E.G., MOSCOW-ROME-NEW YORK), WITH PAYMENT IN RUBLES ALLOWED.

C) AEROFLOT AS AGENT FOR PAN AM WILL RESUME MOSCOW-US TICKETING VIA EUROPEAN STOPOVERS FOR ALL AMERICANS RESIDENT IN MOSCOW, ALLOWING PAYMENT IN RUBLES IF DESIRED.

D) AEROFLOT IS SERIOUSLY INVESTIGATING POSSIBILITY OF ACCEPTING GTRS IN PAYMENT FOR TRAVEL BY USG PERSONNEL OUT OF MOSCOW.

4. MORDOVIN STRESSED THAT ALL THESE CHANGES FOR PRESENT BEING INSTITUTED AS "GENTLEMAN'S AGREEMENT" AND THAT FINAL, WRITTEN CONFIRMATION WILL BE FORTHCOMING ONLY ON BASIS OF RESULTS ATTAINED AT SEPTEMBER/OCTOBER PAN AM-AEROLFOT MEETING.

5. COMMENT: NEW AEROFLOT STANCE AS EXPOUNDED BY MORDOVIN COMES LONG WAY TOWARD RESOLVING MANY OF ISSUES ABOUT WHICH DEPT AND EMBASSY PROTESTED TO SOVIETS IN JULY. STILL TO BE SETTLED ARE AEROFLOT TICKETING POLICY FOR REST OF PAN AM WORLDWIDE ROUTE NETWORK AND ITS POLICY TOWARD THIRD COUNTRY CITIZENS WISHING TO PURCHASE TICKETS IN MOSCOW FOR TRAVEL VIA PAN AM ROUTES. REQUIREMENTS OF PRESENTING PROOF OF IDENTITY AND "OFFICIAL" REQUESTS IN ORDER TO PURCHASE AIR TICKETS REMAIN AS IRRITANTS IN LOCAL SITUATION FOLLOWING UPDK MAY 20 CIRCULAR NOTE. RESCINDING OF THESE PRACTICES PROBABLY NOT POSSIBLE WITHIN FRAMEWORK OF PAN AM-AEROFLOT RELATIONS.

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## Message Attributes

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